

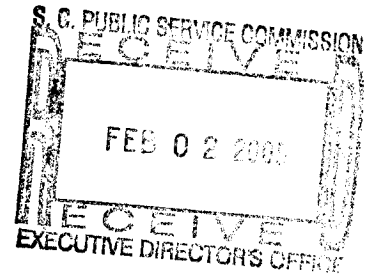
ELLIS:LAWHORNE

John J. Pringle, Jr.
Direct dial: 803/343-1270
jpringle@ellislawhorne.com

January 31, 2005

VIA ELECTRONIC AND 1ST CLASS MAIL SERVICE

The Honorable Charles L.A. Terreni
Executive Director
South Carolina Public Service Commission
PO Drawer 11649
Columbia SC 29211



RE: Application of France Telecom Corporate Solutions L.L.C. for a Certificate of Public Convenience and Necessity to Provide Resold Local Exchange Services and Intrastate Interexchange Telecommunications Services Within the State of South Carolina, for Flexible Rate Structure for Local Exchange Service Offerings First Approved in Docket No. 97-467-C, and for Alternative Regulation First Approved in Docket No. 95-661-C
Docket No. 2004-333-C, Our File No. 923-10261

Dear Mr. Terreni:

Enclosed is the original and twenty-five (25) copies of the **Testimony of Jean-Sebastien Falisse** filed on behalf of France Telecom Corporate Solutions L.L.C. in the above-referenced docket.

Please acknowledge your receipt of this document by file-stamping the copy of this letter enclosed, and returning it in the enclosed envelope.

If you have any questions or need additional information, please do not hesitate to contact me.

Very truly yours,

John J. Pringle, Jr.

JJP/cr

cc: Mr. Jean-Sebastian Falisse [via first-class mail service]
William K. Coulter, Esquire/Elizabeth Holowinski, Esquire [via first-class mail service]
Office of Regulatory Staff/Legal Department, [via first-class mail service]

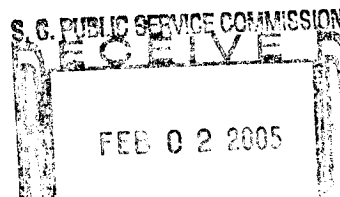
Enclosures

G:\APPS\OFFICE\WPWIN\WPDOCS\Telecom Applicants\EVERYCALL COMMUNICATIONS\dukesapp.wpd

FILED
08023-05

BEFORE THE
SOUTH CAROLINA
PUBLIC SERVICE COMMISSION

DOCKET NO. 2004-333-C



In the Matter of the Application of France Telecom Corporate Solutions L.L.C. for a Certificate of Public Convenience and Necessity to Provide Local Exchange Service and Intrastate Interexchange Telecommunications Services Within the State of South Carolina, for Flexible Rate Structure for Local Exchange Service Offerings First Approved in Docket No. 97-467-C, and for Alternative Regulation First Approved in Docket No. 95-661-C

TESTIMONY OF JEAN-SEBASTIEN FALISEE

1 **Q. PLEASE STATE YOUR NAME, TITLE AND BUSINESS ADDRESS.**

2 A. My name is Jean-Sebastien Falisse. I am Treasurer of France Telecom Corporate
3 Solutions L.L.C. ("FTCS" or "Applicant"). My business address is 2300 Corporate Park
4 Drive, Mailstop SP0606, Herndon, VA 20171.

6 **Q. PLEASE PROVIDE A BRIEF SUMMARY OF YOUR WORK EXPERIENCE.**

7 A. I am responsible for FTCS' day-to-day operations. Specifically, my responsibilities
8 include managing all finance, information technology and tax related support for FTCS. I
9 am also responsible for supervising the technical part of the business related to
10 operationally providing telecommunications services. I have over fifteen years of
11 experience in the accounting and finance field, with five of those years specializing in the
12 telecommunications industry. Prior to becoming Treasurer of FTCS, I was employed as
13 an executive or principal in one of the world's largest telecommunications carriers,
14 France Télécom, S.A. ("France Telecom"). A copy of my resume is attached to the
15 Application in this Docket at Exhibit D.

RETURN DATE: OK DBD
SERVICE: _____

1 **Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?**

2 A. The purpose of my testimony is to support the request of FTCS in its Application for a
3 Certificate of Public Convenience and Necessity to provide resold local exchange
4 services and resold intrastate interexchange telecommunications services in the State of
5 South Carolina.

6
7 **Q: ARE YOU FAMILIAR WITH THE APPLICATION FTCS SUBMITTED TO**
8 **THIS COMMISSION?**

9 A. Yes.

10
11 **Q. IS EVERYTHING IN THE APPLICATION TRUE AND CORRECT TO THE**
12 **BEST OF YOUR KNOWLEDGE?**

13 A. Yes.

14
15 **Q. PLEASE DESCRIBE FTCS AND ITS BUSINESS ACTIVITIES.**

16 A. FTCS was organized under the laws of the State of Delaware on Nov. 28, 2001, and has a
17 certificate of authority to transact business in South Carolina. A copy of its certificate of
18 authority is attached to the Application in this Docket at Exhibit B. France Telecom S.A.,
19 one of the largest telecommunications companies in the world, wholly owns FTCS. Its
20 principal place of business is in Herndon, VA. FTCS was formed for the purpose of
21 providing a full-range of resold local exchange and interexchange telecommunications
22 and data communications services to business and commercial customers. In addition to
23 the authorization sought in the current proceeding, FTCS filed, or is in the process of

1 filing, applications for authority to provide the above-described telecommunications and
2 data communications services throughout the United States; no application has been
3 denied and no authority has been revoked.

4
5 **Q. PLEASE DESCRIBE THE AUTHORIZATION SOUGHT BY FTCS IN THIS**
6 **PROCEEDING.**

7 A. FTCS seeks authority to provide resold local exchange and resold interexchange services
8 within South Carolina. Applicant is a reseller and does not intend to own or control any
9 telecommunications facilities in order to provide its services. FTCS intends to purchase
10 services from its underlying carrier(s), and will not seek to purchase unbundled network
11 elements (“UNEs”) from the incumbent local exchange carriers (“ILECs”). Finally,
12 FTCS seeks Commission approval for alternative regulation as was first approved by the
13 Commission in Docket No. 95-661-C, and flexible regulation for local exchange services
14 first approved in Docket No. 97-467-C.

15
16 **Q. PLEASE DESCRIBE HOW FTCS PROPOSES TO PROVIDE LOCAL**
17 **EXCHANGE AND LONG DISTANCE TELECOMMUNICATIONS SERVICES**
18 **TO CUSTOMERS IN SOUTH CAROLINA.**

19 A. FTCS intends to provide such services by reselling the services of other certificated local
20 exchange carriers (“LECs”) and interexchange carriers (“IXCs”) operating in the State of
21 South Carolina. FTCS will only engage the services of those carriers that have been
22 properly certified by this Commission.

1 **Q. PLEASE DESCRIBE THE TECHNICAL RESOURCES OF FTCS.**

2 A. FTCS currently serves local exchange telephone customers in over twenty states. Through
3 the financial and managerial support of its parent company, FTCS is well positioned to
4 deliver telephone services in South Carolina. Applicant has sufficient technical and
5 managerial ability to provide the services for which authority is requested in this
6 Application. A description of Applicant's technical and management team is attached to
7 the Application at Exhibit "D". FTCS utilizes core telephony staff as well as other
8 corporate resources for the deployment and management of its telephone operations. This
9 staff is competent in all areas of telephone management including finance, operations,
10 regulation, engineering, network, and sales. The telephone core staff collectively has
11 over 100 years of industry experience in developing, managing, and operating all types of
12 telephone entities and services.

13
14 **Q. PLEASE IDENTIFY THE AREAS WITHIN THE STATE OF SOUTH**
15 **CAROLINA FOR WHICH FTCS IS REQUESTING AUTHORITY IN THIS**
16 **APPLICATION.**

17 A. FTCS seeks authority to provide the services requested in its Application throughout the
18 entire State of South Carolina to the fullest extent permitted by applicable law or
19 Commission order.

20
21 **Q. PLEASE STATE WHETHER FTCS UTILIZES SCRIPTS OR ENGAGES IN THE**
22 **PRACTICE OF TELEMARKETING TO SELL ITS SERVICES.**

1 A. No. FTCS does not utilize telemarketers in order to market its services. FTCS uses the
2 internal marketing team of its affiliated companies in order to market its services. FTCS
3 obtains written letters of agency from all of its customers. FTCS shall comply with all
4 state and federal telecommunications statutes, rules or regulations governing the
5 processing, verification and implementation of customer-ordered changes.

6
7 **Q. WILL FTCS FILE TARIFFS FOR APPROVAL WITH THE COMMISSION**
8 **THAT INCLUDE THE REGULATED INTRASTATE SERVICES TO BE**
9 **OFFERED IN SOUTH CAROLINA?**

10 A. Yes, FTCS will file its tariffs with the Commission for approval. Copies of FTCS'
11 proposed tariffs for local exchange and interexchange services are attached as Exhibit C
12 to the Application in this Docket.

13
14 **Q. HOW WILL FTCS PERFORM BILLING FOR THE SERVICES OFFERED?**

15 A. FTCS intends to bill its customers directly for local exchange and interexchange services.
16 In conformance with Commission Rule 103-622.1, invoices will contain the following
17 information: description of services, charges, FTCS' name, and its toll free telephone
18 number for customer assistance.

19
20 **Q. HOW WILL SOUTH CAROLINA CUSTOMERS CONTACT FTCS' CUSTOMER**
21 **SERVICE DIVISION?**

22 A. Consumers may contact FTCS' customer service representatives regarding a broad range
23 of service matters, including: (i) the types of services offered by FTCS and the rates

1 associated with such services; and (ii) problems or concerns pertaining to the consumer's
2 current service. FTCS' customer service representatives will be available to assist
3 consumers Monday through Friday during business hours at its toll free telephone number
4 for customer assistance (866) 280-3726.

5
6 **Q. IS FTCS PREPARED TO COMPLY WITH SOUTH CAROLINA LAW AND**
7 **WITH ALL APPLICABLE RULES AND REGULATIONS OF THE**
8 **COMMISSION?**

9 A. Yes, it is.

10
11 **Q: WILL THE COMPANY FILE ALL APPLICABLE REPORTS AS REQUIRED BY**
12 **THE COMMISSION?**

13 A: Yes. The Company is aware of the Commission's requirements that all
14 telecommunications carriers file a report on South Carolina operations, a gross receipts
15 report, and a universal service contribution report on an annual basis.

16
17 **Q. DOES FTCS HAVE THE TECHNICAL ABILITY TO OFFER THE SERVICES**
18 **PROPOSED IN ITS APPLICATION?**

19 A. Yes.

20
21 **Q. DOES FTCS HAVE THE MANAGERIAL EXPERIENCE TO OFFER THE**
22 **PROPOSED SERVICES IN SOUTH CAROLINA?**

23 A. Yes.

1 **Q. IS FTCS FINANCIALLY FIT TO PROVIDE THE SERVICES PROPOSED IN**
2 **THIS APPLICATION?**

3 A. Yes. FTCS possesses sufficient financial capability to provide its resold local exchange
4 and resold intrastate interexchange telecommunications and data communications
5 services on a continuous basis. Inasmuch as FTCS is a newly created
6 telecommunications carrier, FTCS submitted to the Commission the financial information
7 of its ultimate corporate parent, France Telecom, in order to demonstrate FTCS' ability to
8 provide the services proposed in the Application. France Telecom is a public company
9 traded on both the Paris and New York Stock Exchanges. It is one of the largest
10 telecommunications companies in the world. France Telecom is currently funding FTCS'
11 operations throughout the United States. FTCS currently has two lines of credit totaling
12 \$4 million from France Telecom. Further, as of January 2005, FTCS has over \$8 million
13 in cash in its own bank account. At the time of hearing, if necessary, I will provide
14 further testimony to support FTCS' financial ability to provide the services set forth in its
15 Application.

16
17 **Q. IN YOUR OPINION, IS THE GRANTING OF FTCS' APPLICATION IN THE**
18 **PUBLIC INTEREST?**

19 A. Yes. FTCS will improve the overall quality and variety of services available in South
20 Carolina by providing business customers competitive rates and capable, responsive
21 customer service. By offering customers greater variety and choice among local
22 exchange and interexchange carriers, FTCS' presence in the South Carolina market will
23 increase competition in the telecommunications and data communications services

1 market, and motivate other companies to provide innovative services, improve the quality
2 of their networks, and lower prices.

3
4 **Q. WHERE WILL THE RECORDS PERTAINING TO YOUR SOUTH CAROLINA**
5 **OPERATIONS BE KEPT?**

6 A. Such records will be physically kept by FTCS at its offices in Herndon, VA. Those
7 records will be under my supervision. The physical address is 2300 Corporate Park
8 Drive, MailStop SP0604, Herndon, VA 20171. Accordingly, FTCS requests, pursuant to
9 Commission Rule 103-610, that the Commission allow FTCS to keep its records at the
10 above-referenced address. I can assure this Commission that FTCS will provide
11 expeditiously any and all applicable records that may be requested by the Commission.

12
13 **Q. DOES THIS CONCLUDE YOUR TESTIMONY?**

14 A. Yes, it does.